

# Q4 DATA CENTER Promotions



Our Ingram Micro team is ready to support your goals. View our featured vendor partner promos to rev up your sales today.

## OMNISSA



### Accelerate Citrix replacement opportunities with Omnissa Horizon.

Join forces with our partners to revolutionize the Citrix customer experience. Say goodbye to exorbitant renewal costs, stagnant innovation and subpar tech support. Embrace the transformative power of Omnissa Horizon to overcome these challenges and unlock a world of new possibilities.

For the latest Omnissa promotions or to learn more, contact our dedicated Omnissa representative, [casey.morgan@ingrammicro.com](mailto:casey.morgan@ingrammicro.com).

## MICROSOFT AZURE



### Exclusive reward: get a 2% migration incentive.

Get rewarded when you migrate your existing Microsoft Azure subscriptions to Ingram Micro through **Dec. 31, 2025**. Receive a **2% credit back** on your total annual recurring revenue (ARR) for the entire book of business migrated. We'll make it easy by handling your subscription migrations end-to-end.

Contact our dedicated Microsoft Azure team at [microsoft-azure@ingrammicro.com](mailto:microsoft-azure@ingrammicro.com) to learn more or visit our [Ingram Micro Xvantage™ page](#).



## DELL ISG



### Get up to 70% off list price with Dell Smart Selection.

How can you deliver optimized server and storage solutions quickly and cost-effectively? Take advantage of Dell Technologies' Smart Selection program. Benefits include:

- Up to **70% off list price** on select products.
- Pre-configured baselines for faster customer conversations and **easier upsell opportunities**.
- **Simplified** quoting and ordering.
- Broad Dell server and storage portfolio access.

Boost margins and close deals faster with Smart Selection. To get started, contact our dedicated Dell team at [dellemc-isg@ingrammicro.com](mailto:dellemc-isg@ingrammicro.com).

## PANDUIT



For information about Panduit promotions, contact [nigel.grady@ingrammicro.com](mailto:nigel.grady@ingrammicro.com).



Microsoft

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# Q4 VENDOR UPDATES & Educational Opportunities



View our vendor partner educational opportunities and insights below to enrich your learning and solutions knowledge today.

## OMNISSA



### **Omnissa launches new partner program to simplify growth and boost profitability.**

The new Omnissa Partner Program (launched March 2025) makes it easier for partners to grow their digital workspace business with a simplified, three-tier framework (Platinum, Gold, Silver) and performance-based progression.

#### **Key benefits include:**

- Flexible engagement models: reseller, service provider or technology partner.
- Enhanced incentives: higher margins, training funds and a points-based rewards system.
- Focused enablement: certifications for Workspace ONE and Horizon to help close more deals.
- Real-time insights: a new dashboard to track performance and earnings.

With streamlined onboarding, stronger incentives, and co-selling opportunities, the program helps partners boost profitability, stand out in the digital workspace market and deliver more value with secure, seamless solutions.

To learn more, contact [casey.morgan@ingrammicro.com](mailto:casey.morgan@ingrammicro.com).



## MICROSOFT AZURE



### Accelerate Azure success with Ingram Micro.

Ready to close deals faster? Want to expand your Azure expertise and confidence? With Microsoft Azure's robust cloud ecosystem and Ingram Micro's deep support and educational resources, you can do all that and more. Plus, you can unlock new revenue streams and stay ahead of industry trends.

We offer a variety of educational opportunities to help accelerate Azure adoption and deepen technical expertise, including:

- Curated learning paths.
- Hands-on labs for everything from cloud concepts to advanced security.
- Technical certifications.

Our Cloud Marketplace and CloudBlue platform can enable you to:

- Simplify deployment, billing and lifecycle management.
- Scale easily and efficiently.

Microsoft's strategic Azure Accelerate program and go-to-market support can drive your success with:

- Actionable guidance.
- Marketing assets.
- Valuable incentives.

To get started, contact our dedicated Microsoft Azure team at [microsoft-azure@ingrammicro.com](mailto:microsoft-azure@ingrammicro.com) or visit our [Microsoft Azure Xvantage page](#) to learn more.

## DELL ISG



### Simplify sales, boost margins with Dell Smart Selection.

Dell Technologies' Smart Selection program makes it easier for you to win more business, more efficiently. It offers **ready-to-sell, pre-validated** configurations that remove guesswork from quoting. Additionally, it helps you **create upsell opportunities** without slowing the deal cycle.

Benefits include:

- **Faster response times:** deliver accurate quotes in minutes.
- **Higher margins:** get upfront discounts up to 70%.
- **Customer confidence:** offer optimized server and storage solutions aligned with real-world performance needs.
- **Easier sales process:** spend less time navigating approvals and more time closing business.

To start accelerating your Dell sales with Smart Selection, contact our dedicated Dell team at [dellemc-isg@ingrammicro.com](mailto:dellemc-isg@ingrammicro.com).



PANDUIT

**PANDUIT®**

### Drive sales with Panduit EL2P PDUs for modern data centers.

Panduit's new EL2P Power Distribution Units (PDUs) deliver intelligent, secure and scalable power management for evolving IT environments. For you, they offer an opportunity to meet growing customer demand for advanced power solutions that optimize efficiency and sustainability.

#### Why it matters:

These PDUs allow you to deliver a **future-proof, globally deployable** solution that supports hybrid IT environments and data centers at scale. With universal inlet design and tool-less installation, EL2P solutions **reduce deployment time and inventory complexity**, helping your customers **save money** and **improve operational flexibility**.

By promoting EL2P, you position yourself as a **trusted advisor** who can deliver modern, sustainable solutions, while driving higher-margin sales in a rapidly expanding market segment.

For details, contact [nigel.grady@ingrammicro.com](mailto:nigel.grady@ingrammicro.com).

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